

Message Text

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TAGS: ETRD EGEN ECON UR

SUBJ: SOVIET FOREIGN TRADE OFFICIALS LIMIT THEIR REACTION TO MFN/
CREDITS IMPASSE

1. DURING MEETING WITH WESTINGHOUSE EE REPRESENTATIVE, DEPUTY MINISTER FOREIGN TRADE V.N. SUSHKOV BROACHED SUBJECT OF US-SOVIET IMPASSE ON MFN AND CREDITS. WITHOUT ANY ATTEMPT TO OFFER NEGATIVE OR PRESSIMISTIC OUTLOOK ON FUTURE COURSE OF SOVIET-AMERICAN TRADE, SUSHKOV MERELY COMMENTED THAT HE WAS UNCERTAIN WHAT EFFECT FAILURE TO ACTIVATE 1972 COMMERICAL AGREEMENT WOULD HAVE. HE STATED HE WAS "IN THE DARK" AS TO WHAT WOULD HAPPEN NEXT.

2. SIMILAR COMMENT ALSO MADE (UNPROMPTED) TO WESTINGHOUSE REP AT MINISTRY OF COMMUNICATIONS, ALTHOUGH AT SIGNIFICANTLY LOWER LEVEL.

3. COMMENT. SUSHKOV IS EXTREMELY INFLUENTIAL WITHIN SOVIET FOREIGN TRADE HIERARCHY AND HAS PLAYED A LEADING ROLE IN PUSHING JOINT SOVIET-AMERICAN PROJECTS. IT IS INTERESTING THAT HE CHOSE TO LIMIT HIMSELF TO AN EXPRESSION OF UNCERTAINTY OVER FUTURE EFFECTS OF MFN/CREDIT IMPASSE.

4. IN ADDITION, COMMERICAL OFFICE HAS BEEN TOLD BY SEVERAL VISITING AMERICAN COMMERCIAL DELEGATIONS -- PHILIP MORRIS, LIMITED OFFICIAL USE

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GEMCOR, INGERSOLL-RAND, GENERAL AUTOMATION, AND DRESSER

INDUSTRIES -- THAT DURING THEIR DISCUSSIONS AT SOVIET MINISTRIES AND FOREIGN TRADE ORGANIZATION (FTO'S) THESE PAST THREE DAYS THERE HAS BEEN NO REFERENCE TO PROBLEMS WITH 72 AGREEMENT OR TRADE ACT, AND THAT THEY HAVE ENCOUNTERED NO ARTIFICIAL OBSTACLES TO THEIR NEGOTIATIONS, WHICH HAVE PROCEEDED AS HERETOFORE.

5. ALTHOUGH THE COMMERCIAL OFFICE HAS RECEIVED OVER DOZEN CALLS FROM US FIRMS CONCERNED ABOUT FUTURE COURSE OF TRADE RELATIONS, SOVIET CONTACTS IN A NUMBER OF MINISTRIES, FTO'S, AND THE CHAMBER OF COMMERCE AND INDUSTRY CONTINUE TO BE COOPERATIVE REGARDING APPOINTMENTS AND OTHER BUSINESS AND THERE HAS BEEN NO APPARENT HESITATION TO PROCEED WITH ONGOING PROGRAMS.
STOESSEL

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